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Sept



THE PLANTSMAN

A NEWSLETTER OF THE NEW HAMPSHIRE PLANT GROWERS ASSOCIATION

It's greenhouse appraisal time again

and in a small New Hampshire town...



How is this possible? See page 18

Upcoming Events

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The Plantsman is published in early February, April, June, September, October and December with copy deadlines being the 5th of each prior month. While camera-ready is preferred, ad set-up assistance is available at a nominal fee. Free classified advertising is offered as a member service. We will carry a short message (no artwork or logos) for one or two issues of The Plantsman.

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For further information, please contact the editor:
Robert Parker, UNH Research Greenhouses, Durham, NH 03824, 862-2061, PO Box 5, Newfields, NH 03856, 778-8353.

September

7-9 Hillsboro County Agricultural Fair, Route 13, New Boston. Admission Fee; Children under 12 free. 588-6500

8-12 Boston Gift Show, Bayside Exposition Center, Boston, Mass.

13-23 Rochester Fair, 72 Lafayette Street, Rochester. Admission Fee. 332-6585

14 Standard Flower Show, Peterborough Garden Club, Peterborough, NH; Sharon Art Center, Sharon, NH

15-16 Ninth Annual All Miniature Rose Show, Fountain Square, Citrus Heights, Calif.; Muriel E. Humenick, (916) 969-6666

24-27 Hydrocarbon-Contaminated Soils: Analysis, Fate, Environmental & Public Health Effects, and Remediation, University of Massachusetts, Amherst, Mass.; Paul T. Kos-tecki, (413) 545-2934

27-30 Deerfield Fair, Route 107, Deerfield. Admission fee, children free. 463-7421

30-10/4 Professional Plant Growers Association Annual Conference and Trade Show, Currihan Exhibition Hall and Marriott City Center Hotel, Denver, Colo.; Kathy Korchen-dorfer, PPGA, (517) 694-7700

October

9-14 1990 Roses Inc. Annual Meeting & Committee Forum, Sheraton Society Hill, Philadelphia, Penn.; Roses Inc., (517) 339-9544

22-24 New England Greenhouse Conference, Sheraton Sturbridge Inn, Sturbridge, Mass.; Richard J. Shaw, (401) 792-5996

March 1991

6-10 Granite State Garden and Flower Show, National Guard Armory, Canal Street, Manchester, NH. For general information contact Ginny Grand Pre' at (603) 446-7325 (work) or (603) 446-7866 (home)

15-17 Fifth Annual Seacoast Area Flower and Landscape Show, National Guard Armory, Portsmouth, NH. For further information, call Brenda Schure, (603) 436-0971

Welcome New Members:

Gary Andrew
c/o George Barley
80 S. State St.
Concord, NH 03301

Blue Bell Greenhouses
RFD #1
Newmarket, NH 03857

Causens Gardens
66 Adams Pond Road
Derry, NH 03038

Gardenworks Marketing
27 Lawnwood St.
Agawam, MA 01001

H.W. Parker
578 Post Road
Greenland, NH 03840

Ledgewood Farm
RFD #1 Box 375
Moultonboro, NH 03254

Varneys Garden Center
64 Freetown Road
Raymond, NH 03077

From the Board...

Computer Generated Labels

■ By Chris Robarge

We all seem to dread the ritual of writing out the tags and labels needed to properly display our plant material. Granted there are some very effective tag-along and preprinted labels on the market, but the minimum quantities may not match your requirements. One solution is to invest in a computerized program for producing your own professional looking labels. These user-friendly, point-and-shoot programs require very few special computer skills and usually will run on your present PC and printer. (We all do have a PC, right?)

Most programs enable you to print either plastic or tyvek type labels and signs for many uses within the business.

It's an understood fact that an informed and well-educated customer will make a larger purchase, so to that end we should present our plants with all the information needed to ensure a sale. Computer generated labels come out legible and professional looking in a matter of minutes. You control the quantity and size label produced, giving botanical and common names as well as cultural requirements.

With the basic information supplied, your customer will feel more relaxed and your sales force will have time to deal with the customer's more specific needs. Some programs allow you to create your own data base while others come with a library of plants already in the memory which you can add to, edit, or delete to fit your needs.

In addition, some allow for the tracking of plant purchases, reports of purchases by variety, and production of purchase orders. Whichever type of program you choose, you'll find they are versatile and will adapt well to any size business.

If you're interested, you may want to explore: Tagget from Economy Label Sales, P.O. Box 350, Dayton Beach, FL, 32015, 1-800-874-4465, or Gardenware Programs from Gardenware, P.O. Box 130, Cannon Beach, OR, 97110, 503-436-0612. Both have demonstration disks which will allow you to see first hand if the program will meet your needs.▲

(Christopher Robarge is UNHITAS Horticultural Facilities Manager)

Board Meeting Minutes

June 6, 1990

The meeting was held in the conference room at Barton Hall in Durham. Emerson, Holmes, Gould, Robarge and Wynant were present.

The minutes of the last meeting and the financial report were read and accepted. Correspondence was read.

It was decided to give a Top Nurseryman award at the Summer Meeting this year, and board members were to come up with nominees at the July meeting.

It was decided to drop from the membership list the names of all people who'd received second notices of dues owed and who still hadn't paid. Hopefully some of these will rejoin at the summer meeting. Membership is now down to 150. The Plantsman is sent to 197 people. (It would be good to find some additional members because the bulk mailing rate for The Plantsman requires a mailing list of 210.)

It was decided to increase insurance coverage of meetings to \$500,000. This would cost an additional \$25.

The final arrangements for the summer meeting were made. The people putting on the barbecue will charge a set fee of \$1,000. This would provide enough to feed 160 people. \$6.75 per person would be the price. The Greenery would arrange for the tent and tables and chairs and the morning coffee and doughnuts. The participants in

the trade show will pay an entrance fee and this would go into the scholarship fund. There will be two bus tours—using Peaselee transportation—to Spider Web Gardens in the morning and another in the afternoon. The awards and door prize winners will be announced at three.

The winter meeting should not conflict with other meetings being held at that time of year. Several location possibilities (the Margate in Lebanon, the Wolfboro Inn, B. May Denney's, Patrick's, the North Conway Inn) were brought up. Costs—the price and size of the meeting room and the price and size of dinner—were discussed.

Possible speakers include Richard Zoerb from Gloeckner's (New items being sold in the NE area), Tom March (engine maintenance), and Dave Seavey. Several people whose topics revolve around personnel management, conflicts within a family-owned business, etc., were considered, but most charge fees—and the board discussed whether member interest would warrant the price. One of these people will be invited to the next board meeting to discuss the type of program she offers.

July 11, 1990

Again in the conference room at Barton Hall, Emerson, Gould, Price and Robarge were present. The minutes of last month's meeting and the financial report

were read and accepted.

The New Hampshire Department of Agriculture has written, asking for support for the renovation of the state's display area at the Eastern States Exposition in Springfield. A landscaping plan has been drawn up and the state is looking for donations of money and plant material. The plant growers' contribution to this project will be decided at the August meeting.

The program and final plans for the Summer Meeting were discussed.

It was decided to look into presenting plaques to Charlie Williams and Kathy Gameter to thank them for their work on The Plantsman and for their services to the organization in general. The Young Nurseryman Award was discussed, but no recipient was chosen.

For the Winter Meeting, it was decided to book the Conference Room at the Margate in Lebanon for Thursday, January 17. Chris will confirm the booking.

Donna Singer, a possible speaker, came and talked enthusiastically about her qualifications and the types of workshops she had done. The board felt that she might seem a little too unusual at first, but once the members got into her audience-participation style of presentation, she would be a great success. Other speakers still could include March, Zoerb, and Seavey.

The meeting adjourned at nine-thirty.

The Summer Meeting — A Brief Report

Maybe it was the perfect weather that deceived my senses, but everything looked great. The Greenery in Ossipee and Spider Web Gardens in Tuftonboro were spectacularly in flower under cloudless skies.

The meeting was held at The Greenery. Members toured the houses and grounds and the manager, Bruce Holmes, was there showing people around and pointing out some of the more special aspects. A trade show of twenty-eight exhibitors was set up between the nursery stock and the perennials. Around ten, a bus load of visitors went to Spider Web Gardens, where the owner, Bill Stockman, gave a vigorous tour.

Back in Ossipee, under the tent at the Famous Chicken Barbeque, the

Commissioner of Agriculture was introduced and spoke a few words.

In the afternoon, another group of members went off to visit Spider Web while others chatted with friends or talked to the various exhibitors.

The day ended with the door prize drawings. The Knowltons of Hampstead, NH, did very well. Carleen Knowlton won the first prize - a weekend for two at Waterville Valley, while Walter won the third, a pair of tickets to a Red Sox game. Jennifer Thomann of Needham, Mass., won the second place prize, also a pair of tickets for a Red Sox game.

So now it's time to circle the date for the winter meeting (January 17 at the Margate in Lebanon) and to begin thinking about where next summer's meeting will be held. Any suggestions?

The Board of Directors would like to thank The Greenery for its hospital-

ity. It would also like to thank the following exhibitors for their support at our Summer Meeting:

B.E. Supply, Dale Chapman Nurseryman, Charter Oak Landscape Inc., Dragon Products Co., Fisons Horticulture Inc., IV Seasons Marketing, Gold Star Wholesale Nursery, Griffin Greenhouse & Nursery Supply, Harnois Industries, The Charles Hart Seed Co., Knuttel Nursery, Ledgewood Farm Greenhouses, Liberty International Truck, McHutchinson & Co., R.D. MacMillan Co., Millane Nurseries, Northeast Nursery Inc., Orchard Equipment & Supply Co., Resource Conservation Services, Rough Brothers, Syracuse Pottery Inc., Taurus Business Supply, Vaughan Seed Co., Vermeer Sales & Services, The Von Trapp Nursery, Western Maine Nurseries, Weston Nurseries, Winding Brook Turf Farm

Professional Tips

New Credit Card...

With yearly expenditures on gardening exceeding \$16 billion, special-interest products are certain to show up. One of these is a Gardener's Visa Card, new this season from The Massachusetts Co. Inc. of Boston.

"This new card, which is aesthetically very pleasing, should captivate the hearts of true garden lovers," says Ellen R. Ensenfeld, vice president of marketing of TMC.

One of the advantages of card ownership is discounts from gardening supply firms such as Stokes Seeds, Inc. of Buffalo, NY and Gardener's Supply Co. of Burlington, VT. Card users receive a gardening newsletter. Free seed samples are included with monthly statements.

For more information, contact TMC, P.O. Box 1340, Boston, Massachusetts 02104; 1-800-842-1813.

New EPA Approval

Citation, a new insect growth regu-

lator insecticide from Ciba-Geigy, received EPA label approval for controlling leafminers on greenhouse-grown potted chrysanthemums. Citation controls leafminers by preventing pupae from becoming adults.

Pro-Polyester

Some pesticides are known to be tenacious in the environment, having long lives in water, air, plants, and animals including humans. Now a Cornell microanalysis study has shown that some pesticides may be retained on fabrics after clothes are laundered.

The study, carried out by S. Key Obendorf and Camille M. Solbrig, used a 50/50 cotton-polyester blend (typical of shirts worn by agricultural workers) contaminated with malathion and methyl parathion. One laundering removed 60 to 70 per cent of both pesticides by cleaning the surfaces of the fibers, but it had little effect on pesticide concentrations inside the cotton fibers. In contrast, no pesticides were found inside the polyester fibers.

Pesticides are readily absorbed into the body through the skin and can cause systemic poisoning and a variety of illnesses.

What this study suggests is that polyester clothes are much safer to wear during a spraying job than 100% cotton clothes because polyester fibers do not absorb pesticides and can be washed more easily.

-From *The Grower Newsletter*, June/July 1990.

Tips From The Griffin Guru... Your Account is On C.O.D.

Nobody wants to be on C.O.D. It's just another stumbling block in the road to commerce.

Today's world is ruled or at least organized by computers. That message typed on the bottom of your bank statement or utility bill is most likely triggered by a preprogrammed machine.

When there is a reason for you to break your normal pattern of payments, communicate. Remember - we value your business.

New Hampshire News

Plant Inspection Fees

The Division of Plant Industry of the New Hampshire Department of Agriculture has been providing a plant inspection and certification service for NH plant growers and plant dealers for over 72 years without charges of any kind. Times have changed, and it is increasingly more expensive to provide these services without cost. Division personnel travel long distances from one end of the state to the other, and at present generate no income for the state. The legislature has decreed that we must charge fees for services provided.

There will be a license fee and an inspection fee. Plant dealers, nurserymen, agents and brokers will be assigned a permanent license number. Licenses must be renewed yearly. Inspection fees will be levied at the time of actual inspection. The amount of the fee will be determined by the number of acres of nursery stock there are and/or the number of square feet of greenhouse space devoted to culture of plants. The schedule of fees to be charged will be published in the market bulletin as soon as changes to the rules have been finalized. Anyone with questions regarding this subject should contact Dr.

Siegfried E. Thewke, Director, Division of Plant Industry, NH Dept. of Agriculture, 271-2561. ♦

*-Siegfried E. Thewke,
State Entomologist*

Windham Nurseries— Under New Old Management

Windham Nurseries, located at Exit 3 on Route 93 in Windham, New Hampshire, reopened earlier this year under the ownership of its previous owner, Joe Delihunty. Joe says the game plan is to continue to run a full-fledged nursery and garden center and flower shop. No expansion is currently planned.

There is also a gift shop of selected items; field-grown annuals and perennials are available. Windham is affiliated with Service Star, a supplier of fertilizer, garden tools, accessories and other items. Tony DiBello is General Manager.

Windham Nurseries is open six days a week from 8-6 and on Sundays from 8-5. "Things are going well," says Delihunty. "This time we're here to stay." ♦

New Hampshire Shows, 1991

"It's never too early to think Spring, 1991!" That's what Seacoast area landscapers, florists, nursery people, and staff at Portsmouth Visiting Nurses are saying these days.

The Fifth Annual Seacoast Area Flower and Landscape Show is scheduled for March 15-17, 1991, and will be held at the National Guard Armory in Portsmouth. The 1991 show will run three days instead of the previous two and there will be more exhibits and displays as well as a larger retail area.

For further information, please call Brenda Schure at the Portsmouth Visiting Nurse's Association at 603-436-0971.

The Granite State Garden & Flower Show is scheduled to be held at the Canal Street National Guard Armory in Manchester on March 6-10, 1991. March 4-5 are the set-up days; March 11 is the breakdown day.

For general information, contact Ginny Grand Pre' at 603-446-7325 (work) or 446-7866 (home). For information about booths, contact John Jacobs at Mr. Bee's. ♦

National News

AmeriFlora '92

AmeriFlora '92 is an International Floral and Garden Exposition being held in Columbus, Ohio (the largest city in the world to bear the name of Christopher Columbus), from April 3 through October 12, 1992. It is sanctioned by the President's 1992 Commission—the U.S. Christopher Columbus Quincentenary Jubilee Commission—as the premier United States event commemorating the quincentennial.

AmeriFlora is the first international Floral and Garden Exposition ever to be held in the United States. It will consist of two main events: a 17-

day, 90,000 square-foot indoor international floriculture and garden design competition and a 160-acre outdoor festival of landscape and floral design. This second part includes entertainment, the world's cuisine, science and technology, the world's most magnificent conservatory...and a little magic.

As many as forty nations are expected to participate—Italy, Canada, England, the Bahamas, and the Dominican Republic have already registered. More than three million Americans will visit the exposition and more than 160,000 visitors are expected from abroad.

AmeriFlora '92 is sanctioned by

the International Association of Horticulture Producers (AIPH), which is recognized by the Bureau of International Expositions as the sanctioning body for international horticultural expositions. ♦

Bachelor of Technology Program at Cobleskill

The College of Agriculture and Technology at Cobleskill State University of New York, Cobleskill, New York has recently enhanced its degree offerings with the development of Bachelor of Technology degree pro-

(continued on next page)

(continued from previous page)
grams in Plant Science, Agricultural Business, Agricultural Equipment Technology and Animal Science.

These degree programs are designed as upper division college training with a strong emphasis on technical agriculture, horticulture, science and business.

They are technical programs with an entrance requirement of a two-year degree from an accredited institution or an equivalent number of college credits (60). An important feature of these programs is that students have direct contact with industry during a fifteen-week off-campus internship with a selected industry cooperator. The locations for these internships have ranged from throughout New York State to as far away as Arizona, Florida, and Oregon.

The new Bachelor of Technology program's first graduating class statistics showed 100% placement. Starting salaries averaged \$2000 higher than those of associate degree graduates at Cobleskill.

Cobleskill is the only college in New York State selected to offer the Bachelor of Technology in Agriculture Degree. For further information, write: Plant Science Department, State University of New York, Cobleskill, NY 12043. Or phone (518)234-5321 or 234-5246. ♣

Sandoz and Scott to Market Natural Garden Pesticides

Sandoz Crop Protection Corp., Des Plaines, Illinois, and the O.M. Scott & Sons Company, Marysville, Ohio, will develop and market a natural line of products for home gardens and lawn care in the United States and Canada. The first products are expected to be commercially introduced in 1991.

Sandoz is a long-time producer of biological insecticides for agricultural uses and Scott & Sons is a leading marketer of products for home lawns and gardens. Tadd C. Seitz, Scott president and CEO, says "Increasing public

awareness about the environment has created a demand for such a natural line of products."

Commentary: Patent Enforcement Vital

*-from the Southern Standard,
McMinnville, Tennessee, May 1990*

With the growing sophistication of the nursery business in this area as well as across the country, proper utilization and enforcement of the 1930 laws which established patent and trademark status for new and unusual plant material is a must, according to Missouri nurseryman H.R. (Bob) Denney.

Patents granted for new and unusual material are of a 17-year duration and are non-renewable, with the species then becoming public property. Trademarks can be renewed into perpetuity.

"As a result of patents and trademarks, the nursery industry has been able to create new and better mutations of plant material because individual nurserymen are able to get some remuneration for the time they have spent locating, breeding, developing, testing, and marketing these specific varieties," Denney said.

"The use of patents and trademarks allow us, as nurserymen, to build customer confidence by producing consistent, quality products which have readily recognizable identification."

The Southern Standard elaborated in an editorial: "The enforcement of patent and trademark violations should be of prime importance to the local nursery industry as it seeks to ensure further growth and success which will allow this area to maintain its proud title as "Nursery Capital of the World."

"Such self-policing by the nursery industry will ascertain that unscrupulous nurserymen who strive for the quick buck by substituting poorer quality, less expensive nursery stock for the real, patented item and dodging payment of patent and trademark royalties do not do irrevocable damage to our industry's reputation."

McMinnville and the surrounding Warren County and the area around

Portland, Oregon, are seen as the country's two top nursery production areas. Warren County could be said to have a geographical edge—a very favorable location in terms of lower freight costs to the east, the established market for this area.

Among Warren County nurserymen working to develop new species of plant material is Harold Hillis of Hillis Nurseries. He is currently developing a new variegated species of Rose of Sharon (Althea). "We are investigating the patent and trademark process now," Hillis said. ♣

(This material was sent to the Plantsman by J. Frank Schmidt III, of J. Frank Schmidt and Son Company, Boring, Oregon.)

New Book...

A new book from Rutgers Cooperative Extension in New Brunswick, New Jersey, helps growers compare various options for setting up and maintaining a greenhouse.

Robin Brumfield, specialist in farm management at Rutgers University, is the principal author of the book, Economic Feasibility of Conventional and Reject Water Greenhouses.

"The book provides schedules for all the major flowering potted plants and vegetable bedding plants," Brumfield said. "And the flowering potted plants are scheduled according to traditional sales periods and holidays."

The book costs \$10. To order, contact Publications Distributions Center, Cook College, Rutgers University, New Brunswick, New Jersey 08903. ♣

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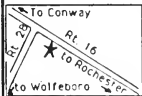
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Money

Plotting Your Tax Strategies

■ By Tom Calderone

Are you already planning for April 16th? Or will you be frantically completing your tax forms and rushing to the post office at the last minute? Whether or not you want to think ahead, tax time is only a few months away.

Here are some points from IDS Tax and Business Services, a division of IDS Financial Services, Inc., which may help you in planning your tax strategies.

Only 20% of the interest you pay on credit card charges, car loans or other consumer debts is deductible in 1989, compared with 40 percent in 1988. This will decrease to only 10 % in 1990 and then will be eliminated. You may want to consider consolidating debts so you can pay off your high interest loans.

Consider shifting income to someone in a lower tax bracket. If saving for a child's education is one of your financial goals, one way to get a head start on an education fund is to shift income to your child under the Uniform Gift or Transfer to Minors Act. If your child is 14 or older the taxable income from the investment is taxed at the child's rate, not yours.

Be careful, though. Under the current law, if your child is under 14, any investment income over \$1,000 is taxed to the child at the parent's marginal rate, not the child's.

Use deductible expenses to reduce your taxable income. The travel costs of going to and from the doctor's office are deductible. If you changed jobs or started a new job, when you itemize, moving expenses may be fully deductible. Certain educational expenses that are required for you as an employee to improve your skills or knowledge may be deductible. These expenses (along with other miscellaneous expenses) are deductible to the extent that they ex-

ceed two percent of your adjusted gross income.

Deferring taxes can significantly increase the amount of money in a retirement fund and help to ensure you experience a comfortable retirement. When you retire, your tax rate will most likely be lower than it was during your working years. Although you eventually have to pay taxes on the income, your total tax liability may be reduced.

There are several other ways to defer taxes and possibly gain a tax deduction. Contributions to your own Individual Retirement Account may be fully or partially deductible, depending on your adjusted gross income and on whether you or a spouse are covered by a qualified plan at work. Any income earned in an IRA grows tax deferred.

An employee sponsored retirement plan is another way to defer taxes. Contributions to a 401(K), tax-sheltered annuity (TSA), Simplified Employee Pension (SEP) plan, or other qualified plans are generally not included in income and increase tax deferred.

Annuities accumulate tax deferred and are good retirement funding complements to non-deductible IRA's. There is no limit to the amount you can put away each year.

Only one kind of income is generally exempt from federal taxes-income earned on tax-exempt securities such as municipal bonds, municipal bond mutual funds, or municipal bond unit investment trusts. Some of these also offer state tax exemptions. You will never have to pay taxes on the income earned from these investments.

Tax planning is a complicated and complex process and shouldn't be limited to the tax season. Effective tax planning is part of a complete financial plan that will help you reach your financial goals and objectives. An accountant, tax specialist or financial planner can help you choose the investments

which are best for your specific financial and tax situation. TM

Tom Calderone is a Certified Financial Planner (CFP) with IDS Financial Services, Inc. He is registered with the Security Exchange Commission (SEC) and the National Association of Security Dealers (NASD) and holds state licenses which permit him to sell securities, annuities and insurance. He is also a registered stock broker. IDS is a licensed financial advisor. His offices are located at 142 Portsmouth Avenue in Stratham.

Professional Tips

The distance from which signs can be read depends on the speed of the vehicle and the size and color of the lettering. A potential customer traveling along the highway at 55 miles per hour has about three seconds during which he can read a roadside sign. That means he has to be able to see the letters for about 180 feet. Therefore, the letters should be a minimum of 6" high and 1" thick to be seen at that distance.

In studies conducted by the International Flower Bulb Center (IFC) of Hillegom, Holland, retailers who displayed posters of bulbs sold in the store (in full bloom) reported a 30% increase in sales.

For those of you creating your own advertising and promotional materials, Wheeler Arts is an excellent source of copyright free clip art. Their address is 66 Lake Park, Champaign, IL 61821-7101. (217)359-6816.

-Tina F. Sawtelle, Sawtelle Marketing Associates, Newmarket, NH

The Pros and Cons of Cash Loans From Family

Family loans are one of the most widely tapped financial resources in small business startups. So why hesitate when your father offers you a \$50,000 "loan" for your new shop? By accepting the money you avoid having to fill out lengthy bank application forms, bypass credit checks and can receive the money almost instantly. Regardless of what your father says, there are strings attached to the loan.

"Beware of this magnanimous, loving, but ill-conceived offer," advised a recent article on family loans in *Entrepreneurial Woman*. "As those who have borrowed money from relatives know, a family transaction is more than a banking deal. The interest due is not financial but emotional; and what you risk is not collateral, but the relationship itself."

Before asking for or accepting money from any family member, ask yourself the following questions, the magazine advised:

- Have you and the intended lender ever argued about money in the past?
- Have you ever felt uncomfortable discussing finances with this person?
- Do you ever sense an underlying dislike, guilt or competition in your re-

lationship with this person?

• Do you feel that this person wants to control you?

• Do you have a less-than-perfect relationship with the prospective lender?

According to the article, even one "yes" response to these questions indicates that borrowing money could strain the relationship and make family gatherings unpleasant for everyone. Failure to repay the loan promptly could also put the lender in dire financial straits, so be sure he or she can afford to lend the money.

Finally, ask yourself how compatible you are with your prospective lender. Would there be a shouting match if your relative entered your shop and found you throwing away the paper clips you receive with correspondence? What if he or she found out you preferred a slightly more expensive growing medium? Or that you were experimenting with different, less market-proven crops?

If, after answering all these questions you still think accepting a loan from a relative is a smart move, go ahead. "Among family members who care about one another, there is great joy in being able to help each other build dreams," the article reported.

"And because business loans can be profitable for lenders as well as good for borrowers, family loans will always be an option."

Once you've decided to accept a relative's offer of money, draw up a written agreement which spells out all the terms of the transaction.

Be sure to include:

When interest is due. (Monthly? Yearly? At the end of the loan period?)
When the loan should be repaid (When-ever the borrower is able to repay it? At stated intervals? At the end of the loan period?)

What you will do in case you're unable to repay the loan. (What are some alternative solutions the lender can pursue to retrieve all or part of the investment should your business fail?)

What will happen to the outstanding loan if the relative dies? (Will it be terminated? Should you continue to make payments to the person's estate?)

For more information on family business matters, contact the Family Business Center, Cleveland, at 216-752-7970. It has resource materials and advisors with whom you may discuss family business problems.

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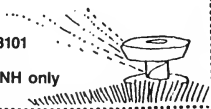
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The Village Green: A Weaving Together

■ By Bob Parker

In the 1890's, the property was part of a nine-hole golf course across from the mills on the opposite bank of the Ammonoosuc. Then a Mr. McCloud bought the property. In 1900, he bought a barn in Ryegate, Vermont, had it dismantled, and moved it to Littleton

There are two partners now. Everett, originally from Whitefield, has been here since 1978 and runs the florist shop; Peter Corey, who returned home to Littleton after leaving the army last year, is in charge of the greenhouses. The shop has always been Everett's specialty and as its business has grown,

Village Green is a curious mix of past and present - of recycled parts and ideas for the future.

The five greenhouses are of various sizes and uses. The greenhouse you enter from the retail area of the shop is a 28 x 96 Oehmsen Superlite Supreme with fans and polytubing. It's used for retail

sales and is the only one open year round, but changes planned include building raised ground beds with pressure-treated 2 x 8's for cut flowers (probably spray mums and snapdragons) to be used in the shop. In early spring, when the house is full of annuals, portable benches for these will be placed over any unused beds, but in mid-July there was no need for that. Only a few stock plants and some left-over hangers (hanging tomatoes didn't catch on in Littleton) remained. The



to house his wife's horses.

Today this weathered barn - bordered with day lilies and veronica, Jacob's ladder and cardinal flower - is part of the complex of structures making up The Village Green, a florist shop and greenhouse operation in Littleton, New Hampshire.

The retail portion of the shop - the shop is attached to the barn - is an old chicken coop, "moved forward just a little." At some point, a work area was added in back and this year, the doors between the two areas were widened and framed with beams, making each still separate, yet clearly part of a larger unit. "That was this winter's project," said Everett Aldrich as he snipped pieces of Ming fern to the proper length for his arrangement. "Next winter....."

he's had less and less time to devote to plant growing - so Peter will concentrate on building up the greenhouse side of things.

They showed me the cooler. It's the body of an old milk truck Everett saw lying in a field. He bought it from the farmer and set it up here. "It works perfectly," he said, obviously pleased with his ability to make useful objects from what other people have thrown away. The big rear doors open into the shop; a side door makes it possible for flowers to be delivered directly from the truck to the cooler. It's integrated into the building, hidden behind a board-and-batten wall, but the partners want to build a roof (carport style) over the driveway "to make deliveries easier in winter," Peter said. This is typical. The

beginnings of a tillandsia collection (Peter likes bromeliads) was fastened to a piece of snow fencing.

Connected to the end of the house is a small (12x40) plastic house (the Annex) that was used as storage. By winter, it will have two fresh layers of plastic - a layer of clear and a layer of opaque - and will be filled with pots of bulbs and over-wintering perennials.

A second house (no one knows much about it - it was bought second hand) parallel to the house used for retail sales is used only during spring. Then it's full of bedding plants, geraniums, pansies, petunias, 2100 4 1/2" geraniums (eight different varieties) were grown - 600 pots more than last year - and less than 100 are left. Again, as Peter says, "It's a start."

of Past and Future

The benches in this house consist of wooden frames with galvanized fencing fastened to their undersides set on cement blocks. Slats are placed at intervals wide enough to hold a row of 4 1/2", then a row of 6" pots. "The spacing is perfect," Everett said. "I was looking for a way to keep pots from tipping over. One day I saw a stair railing and wondered what would happen if you put it on its side..."

The house is empty now...only the few geraniums, a few pots of freesia bulbs (also grown for the shop, these are grown under a section of the same galvanized grid used for the benches. The grid supports the plants when they get tall and floppy.)

The space between the two houses is 12 feet wide - just wide enough for a 12 x 80 hoop house. The frames remain standing all year. The radiated heat from the two houses on either side melts the snow early and by the end of March, the hoops are covered with plastic and the unheated house becomes a holding place for bedding plants. Now the space is used for growing hardy mums for fall - 500 of them in ten varieties.

A narrow plastic-covered cold frame runs along the back side of the shop. Corey hopes to cover it with Cyroflex and use it for starting seeds and for growing more shade-tolerant plants like impatiens.

Outside the back entrance of the annex are a few potted perennials - lupines, poppies, delphinium - some brought in, some grown from seed. These will be wintered over and sold next year.

Beyond the perennials, at the edge

'The Village Green is a curious mix of past and present - of recycled parts and ideas for the future'

of the property, is a 50 x 50 bed in which neat rows of plants are beginning to bloom. This is an experiment in growing cut flowers for the shop. There's a wide range - astilbe, liatris, achillea, pyrethrum, viscaria, gladiolus, asters ("Seven varieties - we're big on asters," Aldrich said). There are unusual things along with the common. If this garden seems sensible, there will be a larger one next year.

...and a compost heap is begun - al-

up annuals, but it seemed too bad to throw the stuff out.

"The florist shop is flourishing. We do work as far south as Woodsville," Everett said, "north to Lancaster, east to Bretton Woods, west to St. Johnsbury..."

"It's a big area," I agreed. The florist shop is in a good situation. The clientele is varied - there are plenty of traditional weddings and familiar holidays and the people with summer homes and the big inns and hotels fill with what could be a quieter summer season. At the time we spoke, Everett was designing the arrangements for a double bar mitzvah.

So it's Peter's job to bring the greenhouses up to full production. A small poinsettia crop will be grown this winter. And there's talk of nursery stock. And the partners hope to move the shop to the old barn and put their offices in the loft. And... all this will be done in steps, I'm sure, depending on fluctua-



ready it's an impressive size. No one is quite sure whether the compost will be spread over the gardens or used to pot

tions of crops and marketplace. Every year may not see progress, but the changes will go on.

Greenhouse Appraisal

How New Hampshire Does It.

■ By David Seavey

A study was conducted by the University of New Hampshire Cooperative Extension to learn about criteria, costs, and procedures used by different towns when appraising greenhouses. Information obtained from ten towns indicated consistency within each town, but emphasis on specific criteria and values varied greatly between towns. The criteria used to evaluate include:

1. Market value: Would the greenhouse add value if the property was sold?
2. Cost of the greenhouse structure and equipment if replaced: Some towns make adjustments for depreciation while others do not.
3. Income generated: A greenhouse containing a high value cash crop may be assessed more than one growing a crop of lesser value.

Most towns in New Hampshire place emphasis on the cost of the greenhouse structure and equipment.

Some Greenhouses Not Taxed

Depending on where you live, a plastic covered greenhouse may not be taxed. Most likely, a greenhouse operator in this situation would like to maintain a low profile and continue his good fortune. Therefore, towns not taxing will remain nameless.

One assessor cited a two-step test used in greenhouse evaluation:

1. Is the intent a permanent addition or structure standing alone?
2. Can the greenhouse be moved without damage to itself?

If the intent is temporary and the structure can be moved without damage, the greenhouse is considered personal property and not subject to taxation. He cited a court case whereby curtain rods were taxed but not the curtains. Dover assessors will consider not taxing certain equipment, such as portable fans (personal property), if

they can be removed without damage to the permanent structure. At the other end of the spectrum, one assessor stated that "if it occupies space, it's taxable."

All commercial greenhouses in Maine and Vermont are taxed. All personal property in Maine is exempt if under \$1,000 in value. Most towns reported they would not tax walk-in row tunnels because they were not on a foundation and did not have electricity, a floor, furnace, ventilation or watering system, and other equipment identified with a greenhouse.

Evaluation Services Available

Many New Hampshire cities and towns pay a license fee and receive an appraisal service, while others write their own guidelines using "gut feeling" while appraising. Some communities, such as Salem and Exeter, consider their criteria as property of the town and unavailable to outsiders.

Not all towns use the same appraisal company. Two of the most commonly used are Magee & Magan Corp. and Colar & Trumble, both from Massachusetts. A guide put out by Marshall & Swift, a New Jersey publishing company, is also frequently used. Some assessors belong to the International Association of Assessing Officers which offers the services of the United Appraisal Company. And square foot values differ among the companies.

Appeal Process

If a greenhouse operator is unhappy with his/her tax bill and fails to reach a settlement with the local assessor, the option of appealing to the State Land and Tax Appeals Board is available. Plan on waiting about one year for a hearing. The board will listen to testimony on comparable property; age, life, and depreciation of structures and equipment; cost figures, etc. from both the tax payer and assessor. Keep in mind that the State will send one of their appraisers to evaluate your greenhouse and he/she will use the New

Hampshire State Manual developed from Marshall and Swift. A value will be placed on all greenhouses taking into consideration: commercial or residential; quality and type of frame; covering; square feet; type of floor and walls; equipment such as benches, watering system, furnaces, space heaters, exhaust fans, humidifiers, etc.

Marshall & Swift Evaluation

To further clarify greenhouse appraisal and place this tax issue in perspective, the following is criteria developed by Marshall and Swift Evaluation Service:

Average costs per square foot decline as the total square footage increases. Figures are based on a commercial straight wall (8 ft.) greenhouse with either glass or fiberglass covering. Foundations, roof vents, lighting, and water service are included; but floor, heating or cooling and special water spray devices or piping are evaluated separately. Many adjustments are made that will reduce or increase square foot costs:

Amateur workmanship:	deduct 20-30%
Concrete stem wall:	add \$5.50 per linear foot
Continuous glass:	add 10%
Curtain walls:	deduct 5%
Double polyglazed:	deduct 10%
Single polyethylene cover:	deduct 25%
Modified bow (3 ft. sidewall):	deduct 20%

See Chart 1.A

All value/sq. ft. figures represent a national average computed by Marshall & Swift. To find the value/sq. ft. in New Hampshire, you must do two additional steps. First, you must multiply the figure representing the national average by a "current cost multiplier" which adjusts the regional value to the national one. The current cost multiplier for the eastern United States is 1.05. Then, you must multiply that result by a "local multiplier", which adjusts the local value to the regional one. The local multiplier for New Hampshire is 1.01, but this may

Quality and Type	Area in Square Feet					
	2,000	5,000	10,000	20,000	50,000	100,000
Good aluminum or galvanized steel	\$17.25	\$13.75	\$11.60	\$9.80	\$7.80	\$6.60
Average steel frame	13.55	10.85	9.15	7.70	6.15	5.20
Low cost, wood or pipe frame	10.65	8.50	7.20	6.05	4.85	4.10

Chart 1A

vary in different towns.

In the chart, a 2000 sq. ft. greenhouse made of good aluminum or galvanized steel is evaluated at \$17.25/sq. ft. This is the national average. To find its value in the eastern region, you would multiply \$17.25 by 1.05. This gives you \$18.11. For the state of New Hampshire, you would multiply \$18.11 by 1.01. This gives you \$18.29. This is your valuation — according to Marshall & Swift.

There is a significant cost range for heating and ventilating systems which provides the assessor with a great deal of latitude in determining values. Considerations are made for type of furnace (hot water, steam, gas, hot air, suspended space heaters) and BTU capacity. Unit costs, such as an exhaust fan cooling assembly will range from \$525.00 to \$1,050.00, automatic vent and/or environmental controls from

with Marshall & Swift.

They consider a typical greenhouse being constructed of wood, pipe, or steel with a 20 ft. to 30 ft. span, with

Area	Cost per Square Foot			
	Steel Frame	Pipe Frame	Light Pipe	or Wood Frame
500	\$9.60	\$8.10		\$6.90
1,000	8.80	7.30		6.10
3,000	7.30	5.80		4.80
6,000	5.80	4.60		4.20
10,000	4.80	3.60		3.50
20,000 & over	4.00	3.50		3.10

light masonry or frame sill walls 3 ft. high. It includes sash upper walls, concrete footing, and continuous ridge ventilators. The cost of the heating system and benches is calculated separately. If the greenhouse is covered-

5.....	30%
6-7.....	35%
8-9.....	40%
10-11.....	45%
12-13.....	50%
14-15.....	55%
16-17.....	60%
18-19.....	65%
20-21.....	70%
Over.....	75%

Final Comments

Growers should become familiar in their individual towns as to methods followed in evaluation because guidelines and ranges allow for subjectivity and discussion between assessor and

taxpayer. Knowing the right questions to ask may be quite important. Being realistic, the independent nature of towns will prevent consistency in assessment on a statewide basis.

Appreciation is expressed to Marshall & Swift, Bridgewater, New Jersey for granting special permission to use its evaluation information in this article. 🍀

David C. Seavey
Extension Educator, Agriculture
UNH Cooperative Extension

Editorial comment:
(The information in this article seems to have attracted a lot of interest and The Planisman would welcome any comments from its readers. We hope to publish some of these in upcoming issues. Please send your comments to Bob Parker, Box 5, Newfields, NH 03856.)

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	Spray	Mist	Driptube
Water System, plastic	\$.06 to \$.11	\$.11 to \$.18	\$.18 to \$.23

\$525.00 to \$1,025.00, or automatic water controls from \$160.00 to \$375.00.

Miscellaneous square foot costs include floors, planting benches, and watering systems.

Colar & Trumble Evaluation

Some town assessors use Colar & Trumble, Massachusetts. Their criteria is less comprehensive and their cost figures are about half when compared

with plastic, the cost per square foot is reduced by 30%.

Colar & Trumble uses the following readjustment values based on age.

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New Exotics in Our Landscape

■ By Sheldon Chase

Excuse me, but isn't it a lot of work digging up those cactus plants every fall?"

People passing by my front yard are somewhat amazed at seeing cacti here in New Hampshire.

"Yuck, desert plants—how un-New England!"

I tell them I may be crazy to grow cacti but I would never submit to juggling 30 heavily armed plants twice a year. These are hardy cactus; some of the plants have been in my garden over six years.

New Englanders think cacti only grow in the hot deserts of the Southwest but there are many varieties that grow in the higher deserts and mountainous regions of Utah, Colorado, Arizona and New Mexico. In fact, all the states have native cacti except Hawaii, Alaska and our three Northern New England states.

I first became interested in cacti when traveling through the west. I started reading about cacti and learned there is, in fact, a variety that grows along the sandy south coast of New England.

The *Opuntia Humifusa* grows from Massachusetts to Florida, west to the Great Lakes, and south all the way to Texas. This plant like many of the western varieties plumps up in the spring and summer to look very green and full but in the fall it loses water, shrivels up, turns purple and lies along the ground. Snow on top of the cactus helps to protect it from the cold air and staying close to the ground helps the plants to retain as much ground heat as possible. The purple comes from an acid the plant generates to give it a lower specific gravity. The *Opuntia Humifusa* in its native habitat is generally found in open, sandy places. Other plants would not survive because of the very dry conditions in the summer. These areas might be south facing banks or sand dunes. In the west, various types of cacti can be found growing between rocks on the sides of hills or spread out in open fields. Dryness due to exposure appears to be most important in the natural habitat

of the *Opuntia Humifusa*.

My main garden contains over 20 varieties of hardy cacti. It is well sited in the summer as it gets almost a full day of sun. In the winter the garden is shaded in the afternoon by numerous pine trees on adjacent lots. Although sun is not important in the winter for the plants, an area that can dry out quickly after rain or snow melt is vital. Using raised beds is a must unless a south facing bank is available. I also use sloping greenhouse panels in the winter that help shed rain, but still let sun in and allow for plenty of air circulation on the other three sides. Snow also must be able to blow in to cover the plants. Since the soil must be fast draining, I condition the loam in my front yard with 70% coarse gravel. This allows water to drain quickly but still leaves enough nutrients to nourish the plants. The only fertilizer I add is bone meal.

The cactus seem to know about late September that winter is coming and they begin the cycle of dehydration. By mid-November most of the plants have shrunk and shriveled and taken on a purple tint. Once the ground freezes, the plants are ready for winter. The plants need snow, at least in New Hampshire. I lost plants in December 1989 when we had -10 to -15 below and very little snow on the ground or on the plants. Cactus that I grow closer to my house do better in the winter but in the growing season they do not get a full day of sun. The plants will grow in a fair amount of shade but the "joints" will be elongated and weak and less able to survive the cold. As long as water is not allowed to collect around the base of the cactus for any length of time, it will get through the winter without too much problem. I have seen my garden completely flooded, with most of the cactus underwater, and then have it all freeze again! The plants survived. Once the ground thaws out in the spring, I take the green-



By the cellar window...

house panels off. The cactus pads begin to swell and become erect and then slowly start to lose their purple color. The first blooms will start in late April or early May. The western prickly pear cacti bloom in June, while the native prickly pear bloom starting in July. The colors of the blooms are either yellow or pink. One barrel cactus I have has waxy red blossoms. The flowers usually last only one or two days.

There are many different kinds and varieties of cactus that can grow in New Hampshire. Most are of the "prickly pear" variety but there are also small "barrel" and "ball" type plants and a tree-like cactus called a "cholla" that has cylindrical type "joints" that branch. Some cacti do better than others depending on the site, soil, and sun. Unlike most plants, cactus are very resilient and are tolerant of poor conditions, so it may take a year before you might know if the cactus will survive where you plant it.

Growing cactus in New Hampshire is not easy, but with patience and lots of experimentation you can get good results and a garden that certainly looks exotic and unique.

(Sheldon Chase is a winter-hardy cactus enthusiast who gardens in Durham, New Hampshire. For more information, write him at 14 Bayview Road, Durham, NH 03824, or call (603) 868-1937)

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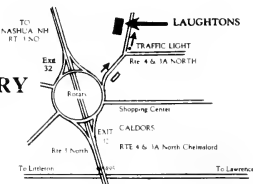
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Nordmann Fir - A Great Landscape Tree

■ By Bill Thomas

Each Christmas many people ask why more fir trees are not grown, having in mind Balsam and Fraser Firs (*Abies balsamea* and *A. fraseri*), two popular Pennsylvania Christmas trees. The simple answer is that the two species do not grow well in areas with hot summers. After twenty years both these firs are usually scale-infested and in general decline. For this reason, all firs are considered suspect.

Nordmann Fir, *Abies nordmanniana*, in contrast, looks great at age 20, 40, and even 60. Like humans, it tends to look better the older it is. The plant actually is never unattractive, young or old.

The prettiest aspect of the tree is its dark green needles. They are soft to the touch, not unlike a fur coat, and quite shiny. The undersides are a bright silver.

Firs are difficult to distinguish from each other, but several characteristics help make Nordmann Fir distinctive. The needles lie almost flat on the twig, as if they were combed to point towards the tip of the shoot. The twig itself is covered with brown hairs, and the buds are pointed, without resin.

The narrowly pyramidal tree is a size that fits average suburban lots. The plant's height reaches 50-60 feet, with a spread of about 20 feet. Average growth is about one foot a year.

Nordmann Fir is hardy in USDA zones 5 through 7. It grows naturally with *Picea orientalis*, the Oriental Spruce, in the Caucasus Mountains of southeastern Europe. It is generally a very healthy tree, but scale insects are occasionally a problem. Oil or soap sprays in winter or summer usually control any infestation.

This coniferous tree deserves to be grown in more gardens. It is rare in the nursery trade and should receive greater attention. There are a few cultivars that have been named that include:

Abies nordmanniana 'Golden Spreader': A dwarf, spreading, flat-topped selection with clear yellow coloration. May turn orange during the winter months.

Abies nordmanniana 'Pendula': A pendulous form that had its origins in England in the late 1800's. Probably a lateral scion graft which never developed a leader.

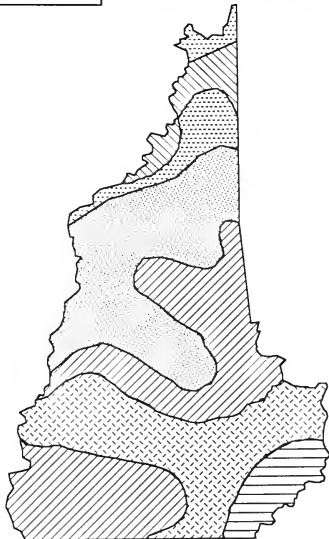
Abies nordmanniana 'Tortifolia': An upright grower with irregular twisted needle. Of average growth rate, like the species. 🌲

This article is written by Bill Thomas from Longwood Gardens, Kennett

Square, Pennsylvania, and was published in the *Winter, 1990, American Conifer Society Bulletin*. The American Conifer Society is a relatively new organization whose purposes include: the development, conservation and propagation of conifers with emphasis on those that are dwarf and/or unusual, standardization of conifer nomenclature, and the education of the public. Currently there are 900 members.



New Hampshire Plant Hardiness Zone Map



ZONE	AVERAGE ANNUAL MINIMUM TEMP (F)	ZONE	AVERAGE ANNUAL MINIMUM TEMP (F)
	-15 to -20		-25 to -30
	-10 to -15		-30 to -35
	-5 to -10		-25 to -30

Adapted from the USDA Plant Hardiness Zone Map, 1990. John Hart, Thompson School, University of New Hampshire

The Pond Society Network Asks for Your Help

The Pond Network is "dedicated to helping people be successful pond keepers at home, in community groups, and in institutions while improving the environment and encouraging an appreciation for the proper stewardship of the earth."

They are looking for new outlets for pond products. Traditionally, these products have been sold through pet stores, but now fewer and fewer pet stores have room for such products, so they are turning to nurserymen for help.

A recent form letter reads in part:

"Dear Nurserymen, You have an important profit opportunity before you. By growing and/or retailing aquatic plants and providing the hard goods necessary to build and maintain backyard ponds.

"The Pond Network can help you and its subscribers at the same time. We need more and better retail outlets across the country for pond products. That is aquatic plants, pond shell materials, care and maintenance products...

"We share knowledge on how to build and care for backyard ponds. We

do not sell nor are we obligated... We do publish the Pondscapes magazine and a national directory of products and services for ponds. We can provide you with lists of wholesalers who can provide products and advice on how to get started...

"The pet stores have not filled this need...we feel you are in the perfect position to profit from this situation."

For further information, The Pond Society Network, P.O. Box 449, Acworth, Georgia, 30101 (404) 975-0277; Fax (404) 975-3877

AARS Announces Four 1991 Winners

June is the traditional month for weddings, graduations and other rites of passage. It is perhaps fitting, then, that June is also National Rose Month, in that the U.S. floral emblem frequently plays an important role in such celebrations.

June also is the month when All-America Rose Selections, Inc. (AARS), announces its annual winners.

Prior to selection as AARS winners, the roses survived a two-year testing period that included heat, drought, cold, wind, insects, diseases and hard-to-please judges in all areas of the U.S. The 1991 winning roses will be available to consumers in the spring of 1991, earlier in certain Sunbelt areas.

Sheer Elegance

One of the few AARS winners to be hybridized by an amateur, Sheer Elegance is a highly disease resistant, hybrid tea rose of medium height. Its show-quality, non-fading blooms are soft pink with almond-colored edges and have a mild to strong musky fragrance. It is a prolific and quick bloomer with long, stiff florist-quality stems and necks.

Sheer Elegance was introduced by DeVor Nurseries, Inc., Watsonville,

Calif., and hybridized by Jerry Twomey of Leucadia, Calif.

Perfect Moment

The second AARS award-winning hybrid tea rose, Perfect Moment, features a unique yellow-based bloom with red tips. Its bud opens in a slow spiral to show high-centered, heavy blooms with excellent keeping quality. The plant has dark green, leather-like foliage and excellent disease resistance.

Introduced by Jackson & Perkins Co., Medford, Ore., Perfect Moment was hybridized by Reimer Kordes of Sparrieshoop, West Germany.

Shining Hour

The AARS award-winning grandiflora, Shining Hour, is rated as extremely floriferous with high-centered yellow blooms of approximately 35 petals. The bush exhibits good vigor with medium green, glossy foliage and an upright, dense habit.

Like Perfect Moment, Shining Hour was introduced by Jackson & Perkins Co. The rose was hybridized by William A. Warriner, who retired in 1988 as the company's vice president of research and is responsible for more AARS

winners than any other hybridizer.

Carefree Wonder

The fourth AARS winner for 1991, Carefree Wonder, is an everblooming landscape rose that requires low maintenance and is extremely hardy in winter and summer. Its colorful blooms feature rich pink petals with creamy pink reverse and span 4 1/2 inches across. The bush has exceptional vigor, an orderly, rounded habit and reaches a height of 3 to 4 feet.

Carefree Wonder, introduced by the Conard-Pyle Co., West Grove, Penn., was hybridized by Selection Meilland, Antibes, France.

(Excerpted from the June, 1990 All-America Rose Selections, Inc. Rose Report)

Professional Tip

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A Green Light on Recycling

More than half of New England's "trash" is made up of industrial by-products that could be of real value to our horticultural industries. To most people, recycling means saving bottles and cans and dropping them off at a local recycling center, but to Resource Conservation Services, Inc. (RCS), it means manufacturing and distributing their North Country Products line of mulches, soils, composts, and erosion control materials. RCS processes organic materials such as fish waste, wood ash, bark, and wood fiber sludges and distributes the resulting recycled soil products at prices as low as \$2/cubic yard plus delivery.

Many nurserymen remember past experiences with sludge and have learned to ask questions about heavy metals and other possible contaminants. Today, municipal and industrial sludges used in land application and as feedstocks in composting are strictly regulated and monitored. Bill Ginn, RCS's owner and former Executive Director of Maine's Audubon Society, makes sure all environmental standards are not only met, but surpassed during the manufacture of North Country Products Erosion Control Mix, Superhumus Soil Mix, Compost Soil Amendment, and RC-Soil. RCS provides detailed test results to back up its environmental claims.

Commercial windrow composting has brought new levels of quality and sophistication to the age-old human

practice of encouraging the natural decomposition of organic waste. RCS recipes are carefully developed to balance ingredients such as fish and crab waste, shredded paper, carbonaceous food-fiber residues from paper mills, and clean, high-nitrogen municipal wastewater sludge. Temperatures of 130 degrees (F) and over kill weed seeds and pathogens and biologically stabilize the mix, creating a peat-like material with balanced nutrients. While RCS makes no claims for guaranteed minimum nutrient analysis, good composts provide basic nutrients and offer long-term release of organically-bound nitrogen.

North Country Products Compost Soil Amendment is particularly valuable as an ingredient in potting mixes and as an amendment to sand and clay soils.

Superhumus Soil Mix has been on the market for one year. It is generated by screening the decomposed bark and leaf mulch, forest soil, and sand which is washed off logs as they move along water flumes into a paper mill for processing. Maine's O'Donals Nursery reports great results and substantial savings by mixing Superhumus Soil Mix with their customary Promix BX based potting soil.

According to Clyde Walton, Chief Landscaper for Maine's Department of Transportation (MDOT), recycled soil products "offer this department an opportunity to improve soils, protect against erosion and waterway pollution, while saving money and contributing to

our state's efforts to recycle".

North Country Products Erosion Control Mix, a rock, gravel and bark mix, has proven highly effective in controlling erosion - even from channeled water - when applied in a 3-6" layer on the soil surface. Where dense grass growth is not required for aesthetic reasons, this material substitutes for geotextile blankets and offers great cost savings. Where only limited vegetative growth is desired, Superhumus Soil Mix will serve the same purposes very well. Where erosion control and vegetative growth are desired, RCS recommends RC-Soil as an entirely recycled topsoil substitute.

Where landscapers might avoid using compost because of the expectation that it must be tilled into large jobs at additional expense, RCS has designed RC-Soil which can be applied just like a loam. For steep slopes which pose difficult problems in conventional jobs, RCS offers custom application using specialized equipment which is capable of throwing highly organic and screened soil products up to 150 feet through the air, laying three to six inches of "Superhumus Soil Mix" on extremely steep slopes.

RCS coordinates distribution of all of its products from its corporate office in Yarmouth, Maine at (207) 846-3737. ♦
(Jay Kilbourn is the group manager of Resource Conservation Services, Inc., Compost and Processed Products Division.)

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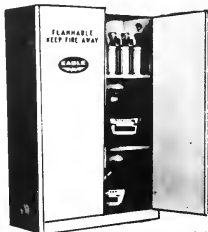


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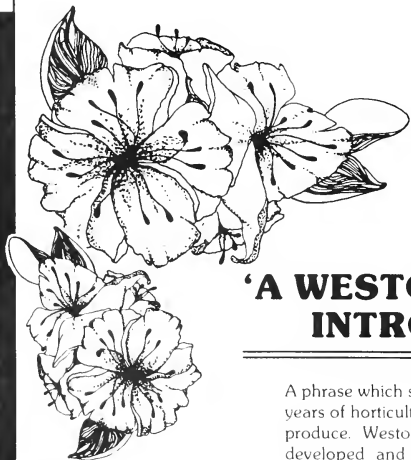
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Winter-hardy Cacti

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